



SABIT GROUP PROGRAM

HOTEL MANAGEMENT FOR EURASIA

MAY 13 – JUNE 10, 2006

SCOPE AND MISSION

The Special American Business Internship Training (SABIT) Hotel Management Program will train 19 mid- to senior-level executives from Eurasia representing the hotel industry. These delegates, screened and selected by the U.S. Department of Commerce, represent hotel owners and managers who are seeking information on improvements and opportunities in guest services, reservations technology, financial management, conference and convention facilities, operations, and marketing, among other topics. This program will introduce these regional hotel leaders to industry trends, and help them establish contacts with U.S. associations and hotel companies for future projects and activities.

PROGRAM OBJECTIVES

The Hotel Management program aims to accomplish a number of objectives. Participants will gain a comprehensive understanding of hotel management in the United States, with an emphasis on topics such as financial management, business development, attracting new business, and human resources. This will be done primarily through meetings with leading U.S. hotels, hotel groups, industry associations, equipment manufacturers, and government representatives. By stressing these major thematic areas, not only will participants be able to implement meaningful changes in their tourism infrastructure upon their return home, but they will also be better prepared to work successfully with U.S. partners.

BENEFITS OF PARTICIPATION

This is a unique opportunity for U.S. companies to provide industry insight and training while showcasing their products and services to their Eurasian counterparts. By hosting this SABIT group, U.S. companies actively involved with hotel management and development will have the opportunity to establish or expand their operations and activities in Eurasia. Participating U.S. host companies will find the personal contacts made by hosting the delegation will greatly improve their commercial opportunities and operations with these Eurasian industry leaders.

PROGRAM STRUCTURE

This program will begin May 13th, 2006 in Washington, D.C. with an orientation, training sessions, and visits to relevant government agencies, associations, and local companies in the National Capital Area. During the remaining three weeks of the session, the group will travel to relevant regions across the country to meet with leading U.S. industry organizations and experts.

HOST THIS DELEGATION

SABIT is currently looking for U.S. hosts to provide training sessions ranging from a few hours up to a full day at their facilities. Training should emphasize some of the following topics that are of interest to the delegates, and represent some of the current challenges they face within their organizations with respect to hotel management:

- Financial management, accounting
- Pricing policy
- Conference and convention development
- Construction and reconstruction financing
- IT applications in the hotel industry
- Food and beverage
- Customer service
- Franchising and property acquisition

COST OF PARTICIPATION

SABIT will cover the vast majority of program costs for all delegates, including round-trip airfare to the United States, all U.S. domestic air travel, lodging, insurance, per diem for meals and incidentals, and interpreters to provide simultaneous interpretation of all program events. In turn, U.S. host companies and organizations are asked to provide industry expertise through training in the topics pertaining to this particular program. U.S. organizations generally host delegations from ½ day to 2 days, depending on the topic and host availability.

FOR MORE INFORMATION

To learn more about this program, please contact:

Ilona Shtrom

Voice: (202) 482-0073

Fax: (202) 482-2443

E-mail: ilona.shtrom@mail.doc.gov

Web: www.mac.doc.gov/sabit/group_program.html

